




Report to the Auburn City Council

Action Item

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Agenda Item No.

City Manager's Approval

To: Mayor and City Council Members
From: Mark D'Ambrogi, Fire Chief 
Date: October 22, 2012
Subject: Authorization for the Fire Department to purchase one (1) new type 1 fire apparatus.

The Issue

Shall the City Council authorize the Fire Chief to proceed with the fire department purchase of one (1) new type 1 fire apparatus?

Conclusion and Recommendation

Staff recommends that City Council, by Resolution, authorize the Fire Chief to purchase one (1) new type 1 fire apparatus not to exceed the amount of \$479,233.52, including sales tax.

Background

The Request For Proposal (RFP) process has been completed for the purchase of one (1) new type 1 fire apparatus. This purchase is intended to place a new fire engine in service as "first run", downgrade current engine 1284 to "second run" and eliminate one of the twenty-five (25) year old engines; 1282.

A total of nine (9) proposals were received for review and evaluation. The Fire Department Equipment Committee spent hundreds of hours in research, review, and evaluation for this project and each proposal was evaluated in detail to arrive at the best recommendation. The intent of the committee is to recommend the most appropriate apparatus for purchase that best meet the needs of the Fire Department while at the same time prove to be an efficient and cost effective piece of equipment for many years to come.

The proposals received varied widely pertaining to specifications as outlined in the RFP. Vendors provided various options in each proposal that included different equipment types and layout configurations. Total costs range from \$393,237.00 to \$644,580.01. The Equipment Committee reviewed all proposals to identify the ones that best meet specification criteria such as:

- Overall size parameters; wheel base, length, height, departure & approach angles
- Design and application in engine and mechanical features
- Updated and proven technology used in operational features
- Maintenance and repair accessibility-local or send out
- Warranties and manufacturer support
- Safety features for personnel
- Overall quality and workability for fire personnel

After a thorough review the Equipment Committee recommends the purchase of fire apparatus from Golden State Fire Apparatus Inc. representing Pierce. The proposal submitted by Golden State Fire Apparatus Inc. /Pierce best meet the needs of the Fire Department in the way of; safety features, warranties, standardized systems, standardized product use, serviceability, and overall quality. The department currently has in service two (2) apparatus built by this same manufacturer.

Included in the proposal are payment and or finance options of which reduce the overall cost of the purchase by \$17,364.68. Staff recommends one of these options be utilized to take advantage of such a cost reduction. The Fire Chief will continue to work with the Administrative Services Director to develop a finance plan for procurement for this purchase to include the best rates and or discounts as available.

Estimated time for completion and delivery is 200-240 days from date of order of which would put this engine in Auburn approximately June/July of 2013.

Staff feels this RFP has allowed a competitive process for vendors to present their product based on the criteria identified in the specifications.

The recommended proposal best meet the needs of the City of Auburn for this fire apparatus purchase.

Alternatives Available to Council; Implications of Alternatives

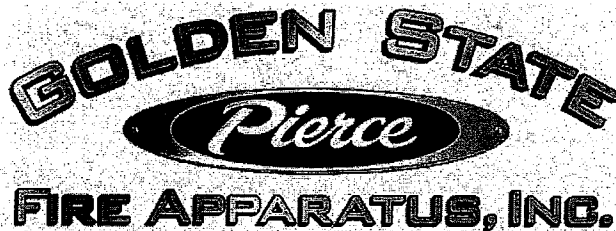
1. Authorize, by Resolution, the Fire Chief to purchase one (1) new type 1 fire apparatus;
2. Take no action; the fire department will not pursue the purchase of this apparatus at this time.

Fiscal Impact

This purchase has been identified in the Fire Department's Apparatus Replacement Program and was scheduled to occur in FY 2007-2008. Due to the length of time to manufacture this type of equipment, this request to purchase is done so at this time so delivery of the apparatus will be during the FY 2013-2014. It is anticipated this purchase will be a "lease purchase" over a designated period and that initial payment will commence in FY 2013-2014.

Attachments

Proposal from Golden State Fire Apparatus, Inc. representing Pierce
Listing of received proposals; vendors and amounts



PROPOSAL FOR PIERCE® FIRE APPARATUS

100% PRE-PAYMENT OPTION (or lease purchase through OSHKOSH CAPITAL)

City of Auburn Fire Department
1225 Lincoln Way, Room #7
Auburn, California 95603

DATE	October 8, 2012
QUOTE NO.	90924-12
EXPIRES	November 8, 2012
SALES REP.	Ryan Wright

The undersigned is prepared to manufacture for you, upon an order being placed by you, for final acceptance by Pierce Manufacturing, Inc., at its home office in Appleton, Wisconsin, the apparatus and equipment herein named and for the following prices:

#	Description	Each
A	One (1) Arrow XT Type I, Class A, 1500 GPM Fire Apparatus	460,002.46
B	Factory Inspection Trips (0 trips, 0 AFD representatives)	0.00
C	Delivery / Dealer Preparation	4,200.00
D	Performance Bond	0.00
E	100% Pre-Payment OR Lease Discount	(17,364.68)
F	APPARATUS COST	446,837.78
G	State Sales Tax @ 7.25%	32,395.74
H	TOTAL PURCHASE PRICE	479,233.52

Said apparatus and equipment are to be built and shipped in accordance with the specifications hereto attached, delays due to strikes, war, or intentional conflict, failures to obtain chassis, materials, or other causes beyond our control not preventing, within about 200 to 240 calendar days after receipt of this order and the acceptance thereof at our office at Appleton, Wisconsin, and to be delivered to you at AUBURN CALIFORNIA.

The specifications herein contained shall form a part of the final contract, and are subject to changes desired by the purchaser, provided such alterations are interlined prior to the acceptance by the company of the order to purchase, and provided such alterations do not materially affect the cost of the construction of the apparatus.

The proposal for fire apparatus conforms with all Federal Department of Transportation (DOT) rules and regulations in effect at the time of bid, and with all National Fire Protection Association (NFPA) Guidelines for Automotive Fire Apparatus as published at the time of bid, except as modified by customer specifications. Any increased costs incurred by first party because of future changes in or additions to said DOT or NFPA standards will be passed along to the customers as an addition to the price set forth above.

Unless accepted by November 8, 2012, the right is reserved to withdraw this proposition. 100% Pre-Payment Terms and Conditions:

- 1) The City of Auburn Fire Department shall pay the entire contract amount of \$446,445.53 PER UNIT within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.
- 2) Customer is entitled to this discount if Oshkosh Capital makes payment on behalf of the customer. Third party shall pay the entire contract amount of \$446,445.53 PER UNIT within fifteen (15) calendar days of receipt of invoice to Pierce Manufacturing Inc.

3) Proposed delivery timeframe after receipt / acceptance of contract (or purchase order) will not begin until full payment of \$446,445.53 PER UNIT is received by Pierce Manufacturing Inc.

4) If payment of \$446,445.53 PER UNIT is late and if the customer elects not to have the delivery extended, \$95.00 per unit, per calendar day will be deducted from the 100% pre-payment discount at time of final invoice.

Respectfully Submitted,

Authorized Sales Representative

**Auburn City Fire Department
Request For Proposal Type 1 Fire Apparatus
2012 Submittals Received**

<u>Vendor</u>	<u>Proposed Amount</u>
Toyne	\$393,237.00
Pierce	\$479,233.52
KME	\$489,161.89
Spartan/Hi Tech	\$494,115.77
Ferrara	\$497,161.17
Smeal	\$510,300.86
American LaFrance	\$572,750.10
Seagrave	\$644,580.01

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RESOLUTION NO. 12-
RESOLUTION AUTHORIZING THE PURCHASE OF ONE (1) NEW TYPE 1 FIRE
APPARATUS.

THE CITY COUNCIL OF THE CITY OF AUBURN DOES HEREBY RESOLVE:
That the City Council of the City of Auburn does hereby approve and
authorize the purchase of one (1) new Type 1 fire apparatus for Fire
Department use, not to exceed the amount of \$479,233.52, as submitted by
Golden State Fire Apparatus Inc. Pierce.

DATED: October 22, 2012

Kevin Hanley, Mayor

ATTEST:

Joseph G. R. Labrie, City Clerk

I, Joseph G. R. Labrie, City Clerk of the City of Auburn, hereby certify
that the foregoing resolution was duly passed at a regular meeting of the City
Council of the City of Auburn held on the 22nd day of October 2012 by the
following vote on roll call:

Ayes:
Noes:
Absent:

Joseph G. R. Labrie, City Clerk

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